

Message Text

LIMITED OFFICIAL USE

PAGE 01 MOSCOW 14203 091431Z

55

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 041750

P R 091156Z SEP 76
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8497

LIMITED OFFICIAL USE MOSCOW 14203

FOR BEWT/TDAD/KIHL

E.O. 11652: N/A
TAGS: BRRA, EEWT, UR
SUBJ: TRAVEL OF INTERNATIONAL TECHNICAL PRODUCTS, INC. REP. TO
MOSCOW

REF: USDOC 15316

1. SHORTT GRATEFUL FOR TDAD ASSISTANCE IN OBTAINING RESPONSE TO HIS QUERIES FROM INTERNATIONAL TECHNICAL PRODUCTS, INC. (ITP). HE HAS NOW RECEIVED TELEX THROUGH COMMERCIAL OFFICE FROM ITP SENIOR V.P. REICHENBACH CONFIRMING FIRM'S INTENTION TO PARTICIPATE IN "FIRST CLASS MANNER" IN SEMINAR/SYMPOSIUM ON AIR TRAFFIC XONEOL SYSTEMS (ATC) TO BE HELD MOSCOW, OCTOBER (VICE SEPTEMBER) 18 THROUGH OCTOBER 22 ON U.S.-U.S.S.R. TRADE COUNCIL PREMISES. SHORTT WOULD APPRECIATE TDAD'S CONFIRMING THESE DATES WITH ITP OFFICIALS AND INFORMING THEM AS WELL THAT ALL COSTS DIRECTLY RELATED TO SEMINAR/SYMPOSIUM WILL BE COVERED BY SOVIETS. THREE RELEVANT MINISTRIES, ACCORDING TO SHORTT, ARE CO-SPONSORING EVENT: MINISTRY OF CIVIL AVIATION, MINISTRY OF AVIATION INDUSTRY AND MINISTRY OF RADIO INDUSTRY.

2. AS REGARDS SERIOUSNESS OF SOVIET INTENT TO PURCHASE EQUIPMENT AND/OR TECHNOLOGY FOR MAJOR ATC SYSTEM TO BE INSTALLED MOSCOW-LENINGRAD-MINERALNYE VODY, WE CAN AT PRESENT ONLY DRAW UPON INFORMATION AND OPINIONS GLEANED FROM CONVERSATIONS WITH SHORTT AND OTHER KNOWLEDGEABLE U.S. BUSINESSMEN ABOUT THIS PROJECT. BELOW
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MOSCOW 14203 091431Z

IS A BRIEF SUMMARY OF THESE VIEWS, ALL OF WHICH SEEM PLAUSIBLE

AND REASONABLE TO US; SINCE WE HAVE HEARD NO FIRST-HAND, RELIABLE SOVIET VIEWS DIRECTLY, WE ARE RELUCTANT TO DO MORE THAN PASS THEM ON AS STATED JUDGMENTS OF INTERESTED PARTIES WHOM WE HAVE COME TO RESPECT AS EXPERTS IN THEIR FIELD:

3. STANSAAB IS REPORTEDLY IN DEEP TROUBLE IN SEEKING TO MEET ITS COMMITMENTS TO SOVIETS TO PROVIDE ROUGHLY DOLLARS 78 MILLION OF EQUIPMENT AND TECHNOLOGY WHICH, EVEN IF FULFILLED, WOULD ONLY SATISFY ABOUT ONE-THIRD OF TOTAL SOVIET REQUIREMENTS. STANSAAB, IN OPINION OF EXPERTS WE SPOKE WITH, HAS GOOD EQUIPMENT BUT SUFFERES FROM LACK OF PRODUCTION CAPACITY AND FROM LACK OF AN ADEQUATE "SYSTEMS APPROACH" TO ENORMOUS TASK PRESENTED BY FAR-FLUNG INSTALLATIONS IN U.S.S.R. APPARENTLY, ILS AS ATC SYSTEM IS GIVING WAY WORLD-WIDE TO MICROWAVE LANDING SYSTEMS (MLS) AND THERE WILL BE MAJOR ICAO MEETING IN JANUARY TO DECIDE WHICH MLS SYSTEM FROM AMONG FOUR NOW DEVELOPED (U.S., AUSTRALIAN, GERMAN AND BRITISH) OFFICIALLY TO ADOP. DECISION REPORTEDLY MUST BE MADE BY MARCH, 1977. SOVIETS REPORTEDLY, AT LEAST AMONG TECHNICIANS, ARE LEANING TOWARDS U.S. SYSTEM ALTHOUGH THEY HAVE GONE TO GREAT EXPENSE AND EFFORT TO DEVELOP THEIR OWN SYSTEM, INCLUDING EQUIPMENT.

4. IN ORDER TO ENGINEER AND INSTALL ADEQUATE CIVIL ATC SYSTEM, EXPERTS FEEL THAT SOVIETS WILL NEED TO PURCHASE BETWEEN 50 AND 100 MLS SYSTEMS (VICE 200 STATED PARA 3, REFTEL) AT COST OF AROUND DOLLARS 250 THOUSAND PER UNIT, OR AROUND DOLLARS TWELVE MILLION AT A MINIMUM. ADDED TO THESE WILL BE NEED FOR AT LEAST FIVE SIMULATORS TO BE USED FOR MLS TRAINING (AT COST OF DOLLARS FIVE MILLION APIECE) IN REGIONAL CENTERS IN VARIOUS PARTS OF EUROPEAN U.S.S.R. COMPUTERIZED FLIGHT INSPECTION EQUIPMENT WILL ALSO BE REQUIRED FOR PERIODIC TESTING AND EVALUATION OF SYSTEM PERFORMANCE WHICH IS AFFECTED OVER TIME BY SUCH FACTORS AS CLIMATIC AND SEASONAL CHANGES, WEATHER, AGE OF EQUIPMENT, HUMAN ERROR, ETC. ESTIMATED PRICE TAG FOR LATTER: DOLLARS 15 MILLION. FINALLY, ENROUTE CONTROL SYSTEMS, SOFTWARE AND HARDWARE, ALSO WILL NEED TO BE INTEGRATED INTO TOTAL SYSTEM.

5. COMMENT: WE CANNOT SAY WHETHER IN CURRENT HARD-CURRENCY BIND AND APPARENT HARDENING OF LINE AGAINST FURTHER MAJOR PURCHASES OF U.S. MANUFACTURERS, SOVIETS WILL OPT FOR LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 MOSCOW 14203 091431Z

U.S., AS OPPOSED TO OTHER WESTERN, ASSISTANCE IN COMPLETING OVERALL PLANS FOR ATC SYSTEM. BUT WE ARE CONFIDENT THAT SOVIETS ARE AWARE OF PRE-EMINENCE OF U.S. FIRMS IN TECHNICALLY DEMANDING ATC FIELD, WHERE ITP IS ALSO REPORTED TO HAVE DEEP EXPERIENCE, AND THUS WE WOULD THINK EXPLORATORY TRIP TO MOSCOW JUST HOW MIGHT WELL BE WORTH ITP EXECUTIVE TIME AND EXPENSE. ONE FACTOR WHICH COULD HAVE BEARING ON SOVIET DECISION NOT TO TARRY IN MAKING FINAL COMMITMENT TO INSTALL ATC SYSTEM IS IMMINENCE OF 1980 OLYMPICS

BY WHICH TIME MOSCOW'S SHERYEMETOVO, AT LEAST, MUST BE EQUIPPED
TO HANDLE SAFELY AN AIR TRAFFIC DENSITY SEVERAL TIMES ITS CURRENT
PEAK LOAD.
STOESSEL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, VISITS, MEETING DELEGATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW14203
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760340-1196
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760978/aaaacons.tel
Line Count: 119
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 25 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 MAR 2004 by ShawDG>; APPROVED <05 AUG 2004 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OF INTERNATIONAL TECHNICAL PRODUCTS, INC. REP. TO MOSCOW
TAGS: BTRA, EEWT, UR, US, INTERNATIONAL TECHNICAL PRODUCTS
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006